



**THE STORY BREAKS:**

Sydney Harbour Bridge goes hi-tech with Digital.  
John Lee faces the cameras. Page 3

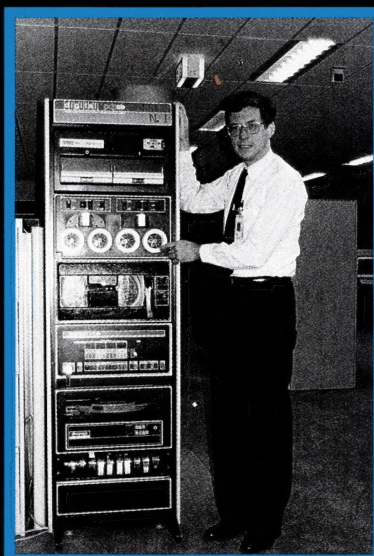
**BREAKER BREAKER:**

A roadshow with a difference. Allan Homulos loads up for the long haul. Page 4



**THE SKY'S THE LIMIT:**

New Zealand team does big business. Page 8



**CAREER MILESTONES:**

Max Burnet celebrates 25 years with Digital. Page 10

**SPECIAL LIFT-OUT:**

Making the most of ALL-IN-1. Page 6-7

# DIGITAL



# NMS

# Common Sense in Business

For all of you who read last issue's back page and decided that NMS stands for The Non-Indigenous Mollusc Symposium guess what? You're wrong!

NMS stands for New Management System. Don't turn the page!! It's a good idea and it involves *you*. NMS is all about making you accountable for Digital's profit and/or loss.

## WHAT NOW?!

In past issues we've told you that the Open Advantage campaign will change the way Digital operates. We've also told you that the Quality Programme will change the way Digital operates. Now we're telling you that NMS will change the way Digital operates.

So is it a question of "will the real catalyst please stand up?"

No. All three are ways of changing the company towards a better way of doing business. The three work hand in hand.

Through NMS we will run our jobs as if we were operating or working for a small business.

NMS is not an overnight deal. You won't come to work tomorrow and find the rulebook for a new way of doing business on your desk. It's an ongoing plan to eventually make every Digit in the world, regardless of his or her job, responsible for whether or not the company makes money. We will learn to measure our every action against the benchmark of profit.

The first place NMS is starting is out in the field. This means Account Managers need to understand their accounts business plans; what Digital can do to deliver the solution and at what cost. This will then result in an understanding of profit by account.

NMS is change to company structure that will give Digital back its small beginnings - when every Digit was accountable and every Digit understood where s/he added value.

If you want to know more about NMS, please contact your state general manager or a member of the NMS Steering Committee.

One of the changes NMS has brought about is the introduction of General Managers so that each area can be responsible for its own profit and loss. The General Managers are:

Nick Bessey - New Zealand  
John Bolton - SA & NT  
Mike Edmiston - Queensland  
Hugh Johnson - NSW  
Rim Keris - Banking & Finance  
Fred McIntire - Federal  
Cris Nicolli - Victoria & Tasmania  
Mike Shade - WA

The NMS steering committee is made up of all functions and is represented by Pathy Pathmanaban (pictured), Linda Glassop, John Harradine, Dave Johnson, Pat Molloy, Robert Porter, Sandra Valentine and Robin Walker.


SPR Managing Director Ron Larkin is sponsoring the implementation of NMS in SPR.





A NEW WAY

# TO TOLL



project for Digital," says John, "is that we are operating purely as the systems integrators. It reinforces our ability to provide solutions regardless of the vendors involved."

A six-month trial of the system will begin in a couple of months. Two tollbooths on the Bridge will be fitted with the tag detectors and the coded tags will be issued to government vehicles.

Media interest was high in the story on the new hi-tech toll system for the Sydney Harbour Bridge. John Lee spent a morning in front of news cameras at our Rhodes headquarters.

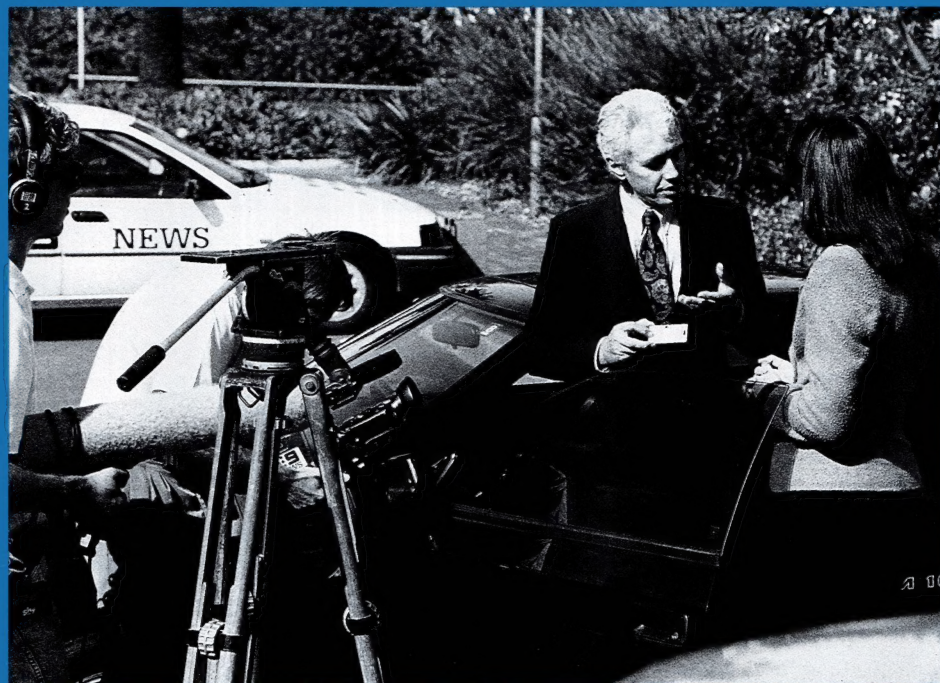
**A** new system for collecting the toll on the Sydney Harbour Bridge is being developed and we are head contractor for the project.

The system will involve having an account with a toll-collection scheme and the use of electronic tags, about the size of a credit card, which can be stuck to your windscreen. The tags have a memory device with a coded number and a tiny aerial which will be hit by a radio beam when the vehicle approaches the toll-gates, sending the coded number to a computer.

If the computer finds that the vehicle has a credit balance, the bridge toll will be automatically deducted from the vehicle's account and you will be signalled to proceed.

According to John Lee, our project accountant, the procedure will take only a fraction of a second and will help speed the flow of traffic across the bridge.

"One of the most exciting aspects of this



**N**OW  
**T**HAT'S  
**N**EWs!

In the no-point-being-modest-category: the ABC has won Australia's most prestigious Federal Government Technology award thanks to us.

The Broadcasting Corporation's News and Current Affairs computer network runs on MicroVAX computers to provide a refined process of news-gathering and distribution for ABC television and radio.

The system replaces slow, outdated and expensive paper-based production

and has meant savings of almost half a million dollars a year whilst providing greater capacity to provide coverage of emergencies and special events.

This is the second year the ABC has won an award for Digital-based systems. Congratulations to our ABC team - Consultant John Williams, Account Manager Jeff Sheard and Senior Technical Support Michael Rosic.



# ON WITH THE SHOW...

...this is it!

Dear Colleagues,

We have been 'first cab off the rank' in the Region by having the roadshow here in O'Connell Street.

Our experience has been excellent and I urge you to take advantage of this highly professional and informative show. You can bring your customers and prospects along with full confidence that they will be impressed by what they see. Honestly, they're not paying me to write this ...

Each element of the roadshow offers an excellent and relevant insight into an advanced technology. The demonstrators are enthusiastic, knowledgeable and good communicators.

Please take advantage of an excellent initiative.

Best regards,  
Geoff Slocombe.



## ROADSHOW MOVERS AND SHAKERS:

From left front - Steven Speer, Tamara More, Florence Douyere, Jonathon Rowbotham, Rhonda Milne, Hazel Broadbent. Back row - Alistair McLachlan and Mark Wittard. Missing are Ron Stevens, Allan Homulos and Robin Elvery.

**I**t's worked in the US and it's looking good here: a workstations roadshow with a demonstration that is 'knocking the socks' off prospective customers and grabbing Q4 business.

The demonstration, which has been trucking around for a month so far is set to go another two months. The whole show is designed to be set up and pulled down within a couple of hours and it can be demonstrated in any location - on the customers' premises or in-house at Digital sites.

"We are hoping to make it as easy as possible for the customer to see our fabulous capabilities in multimedia, imaging, networking and our best CSO offerings," says Rhonda Milne, roadshow team member.

The show has already visited a number of cities and been met with great enthusiasm.

A terrific team effort has pulled this programme together and we can thank Marketing, Sales and Sales Support for working long hours to make this roadshow the best yet.

If you're interested in your customer attending the roadshow, it will be coming to the following locations before the end of Q4:

Melbourne	June 1-5
Canberra	June 9-10
Sydney	June 15-17
Newcastle	June 18-19
Armidale	June 20-22
Lismore	June 24-25

The roadshow will also be travelling to northern Queensland and Perth in Q1 of FY93.

For further information, contact your local workstations manager:

Sydney	Ron Stevens
Melbourne	James Nicholas
Adelaide	Bob Scarborough
Canberra	Tony Gonzalez
General enquires	Hazel Broadbent

## ☆☆☆ in profile

Barry Whitmore, ALI Engineer, started out with Digital ten years ago in his home-town Melbourne as a terminals technician. In 1986, he got the job as site engineer at the Portland Aluminium smelter in Victoria which gave him great experience working on large VAXs. Two years later, looking for better weather, Barry moved up to the Northern



Territory to work out of Alice Springs.

A stint in the US on VAX 9000 training taught him a lot but did nothing for his waistline and Barry began a fitness program that involves working out at the gym an hour a day and playing squash, indoor netball and indoor cricket.

And the best part of living in NT. "I could ask you to a barbecue in 12 months' time," says Barry, "and I could almost guarantee that the weather will be fine!"



# WINNING STREAK

## JENNIFER WINS LOTTO!

Account: NSW Lotteries  
Order by: Jennifer Holmes  
Assisted by: Anthony Goodman, Malcolm Richardson, Tony Low, Andrew Amos, Laurie Wong and Linda Dahl (all EIC); Greg Mulhearn (Project Manager), Paul Wickham (Service Specialist), Michael Rosic and Roy Freak (VAX and Network Specialists), Fred Deady (US Benchmark Centre), John Hudson (SUM), Jodie Noble (Sales Secretary), Helen Cook and Kerry Grant (Bid Centre)  
Location: Burwood - Sydney  
Volume: \$6.2M  
Application: On-line gaming systems for the sale of Lotto and lottery tickets throughout NSW.

## GOOD BETTER BEST

Account: Telecom Australia - Message Collection System  
Order By: Jenni Davis  
Assisted By: Victor Nah, Keith Parris, Tony Combes and Andrew McCoy  
Locations: Melbourne and Sydney  
Value: \$4.5M  
Application: Message collection for billing (CEO is Computer Generation Inc - based Atlanta (Georgia))

## STAMP OF APPROVAL

Account: Australia Post  
Order by: Paul Riley and Colin Johanson  
Assisted by: Peter Marshall, Ernie Carapellotti  
Locations: Australia Post headquarters (based in Melbourne), Victoria and NSW branches  
Value: \$1.7 million  
Application: Upgrades and associated software for installed VAX systems

## A HEALTHY ACCOUNT

Account: Royal Hospital for Women  
Order by: Jeff Sheard  
Assisted by: Brent Hussey and Lucie Bridge  
Location: Sydney  
Value: \$250,000  
Application: NSW Dept of Health - PMI/ATS Software Computer Associates Financials

## A MEATY WIN

Account: Metro Meat  
Order By: Brenton Rule and Barry Pipella  
Assisted By: John Parker  
Location: Adelaide  
Value: \$300,000  
Application: PICK/Unidata

*memo*

*Without our engineers keeping up the level of service and customer satisfaction, it's far more difficult to win upgrade and other repeat business opportunities. Thanks for your continued excellent support and commitment.*  
*Colin Johanson.*

## FIRST CALL OF THE DAY

We're always hearing about the importance of a good breakfast to get the day going right, and one group of Digits couldn't agree more.

On April 28, the Telephone Support Group (TSG) started their day well with a full breakfast at the Rhodes cafeteria, courtesy of the Business Management Group.

The hearty meal was by way of an equally hearty pat on the back for excellent results in this year's Prognostics survey on Software Support. Prognostics is a US company that runs a worldwide customer survey in which Digital participates.

The 42-strong TSG is part of the Customer Support Group and its role is

answer customer's technical software queries and follow through any problems that need to be taken further into other functions of Digital such as Engineering, Edu, Sales and so on.

Congratulations to a hard-working team.



# MAKING THE MOST OF

## ALL-IN-1

**E**ach issue, *Digitalk's* ALL-IN-1 guru Kerry Holling will give us the goods on our electronic information system. Send in your queries.

### Index Screens

Index screens allow ALL-IN-1 users to work on more than one document at a time. This can greatly improve your efficiency, especially when it comes to the reading of new mail.

It allows you to read all your new mail without the need to return to any menus or index screens. You can file, delete, and answer messages while you are reading them. You can skip directly to the next message and avoid long distribution lists and junk mail.

If you are interested in learning how to do this, read on and try it out while you go.

### Accessing the Standard Index Screens

You can build an index of documents by typing **I** and filling in the form which is displayed. A number of standard index screens are also supplied and can be accessed by typing the following commands:

- II** - your INBOX index (all unread messages)
- IR** - your READ index (messages you have read)
- IO** - your OUTBOX index (messages you have sent)
- IC** - your CREATED index (messages you have created but not sent)

### Working with One or More Messages

To work with one or more messages at the same time, you must first select those that you are interested in. Once a message has been selected it will be marked with an "x" on the left hand side of the screen. To select one or more messages:

- 1) Move **UP ARROW** and **DOWN ARROW** to position the pointer at each message that you want to select, then press **SELECT**.
- 2) Enter **ALL** to select all the messages in the index.

3) Enter **TO** to select all the messages in the index that are specifically addressed **TO**: you. This is a new feature soon to be implemented on the IPS managed clusters.

4) **2,4,8 SELECT** - to select messages numbered 2, 4, 8

5) **2-10 SELECT** - to select messages numbered 2 through 10

### Cancelling Selections You Have Made (Deselecting)

There are several ways of cancelling selections that you have made. When you deselect an item, its "x" selection marker is removed and the count of selected items at the top of the Index screen is reduced by one:

1) Move the pointer using the **UP ARROW** and **DOWN ARROW** to point at the required items and press **GOLD SELECT**.

2) Enter **CAS** to deselect all items in the index.

3) **2,4,8-12 GOLD SELECT** - deselect messages numbered 2,4,8 through 12

### Reading the Selected Messages

To see which options are available for you to work with press **GOLD M**. To work with more than one item, use the options prefixed with an **X**.

Type **XR** and you will be able to read all the selected messages, one after the other, without returning to the index screen or any other menus.

### Actions Whilst Reading

Whilst reading a message the following tasks can be performed.

**D** - Delete, **P** - Print, **F** - Forward or **A** - Answer the message

**N** - skip to the start of the next message. Allows you to skip long distribution lists and junk mail.

**NA** - go to the top of the next attachment. Handy for skipping distribution lists in messages with several attachments.

**PA** - go to the top of the previous attachment. In



case you missed something.

**RFD** - refile the message to the specified folder.

**FM** - file the whole message (headers, distribution lists and attachments included) in the specified folder.

**FT** - file the text of the message only (no headers or attachments)

**FA** - file an attachment. If there is more than one attachment you will be given a list to choose from.

**SH** - show the message header. Allows you to see the distribution list when you happen to have it suppressed.

Once the task has been completed, you will be returned to the message.

**GOLD M** - will display a menu of all the available options, including those listed above.

You don't have to type **GOLD M** to use these options. You can enter them directly at the following prompt which appears at the bottom of each page:

"Press Return to continue, **GOLD MENU** for options or **EXIT** to cancel"

### An Example - Reading New Mail

Enter ALL-IN-1 and type: **EM II ALL XR**

This does the following:

**EM** - enters the Electronic Messaging subsystem. If you are already there then you can skip this step e.g. type **II ALL XR**.

**II** - pulls up your INBOX index screen

**ALL** - selects all the messages

**XR** - reads all the selected mes-

sages, one after the other

### Distribution List Suppression

A feature that allows you to suppress the display of distribution lists is available on the IPS managed clusters. Instead of seeing all the addressees, the **TO:** line will simply contain the word "Suppressed".

To suppress distribution lists enter **US PO** and then **TAB** to the "Suppress Dist (Y/N):" prompt and set it to **"Y"**.

Even with this setting, you can still see the addressees of a message by typing **SH** from the messaging menu, index screen or while reading it. This shows the message header information, including the addressees.

### Printing With/out Distribution Lists

The above setting also affects the display of distribution lists when you print the message. A new print command - **PWD** - will soon be added to the IPS managed clusters which acts as follows:

o if distribution lists have been suppressed the message will print with the distribution lists.

o if distribution lists have **not** been suppressed the message will print without the distribution list.

In other words, it prints the distribution list in the opposite fashion to the standard **P** command.

This feature can also be used on

a number of selected messages from an index; just type **XPWD**. However, it can not be used whilst you are in the middle of reading a message.

### Disk Quota Management

A number of things should be kept in mind when trying to manage the disk quota for your account.

1) Delete all unwanted messages or documents. Do this by typing **D** from the messaging menu, the index screen or while reading a message that you do not want.

2) Empty your wastebasket on a regular basis, say, weekly. Do this by typing **EW** at any screen.

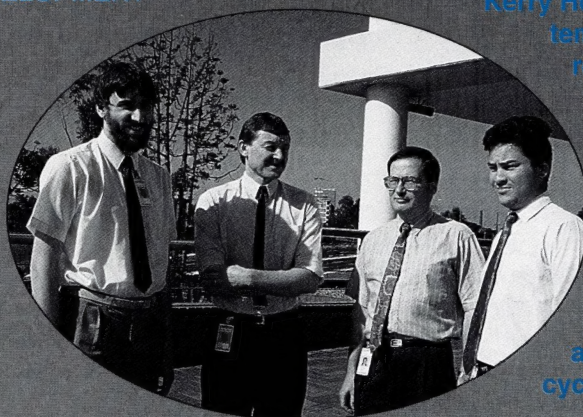
3) When filing messages use either **FT** (File Text) or **FA** (File Attachment). These remove the distribution list. Using **RFD** (ReFile Document) or **FM** (File Message) retains the distribution list and consumes quite a lot of disk space.

4) Electronic Messages which you send or receive are moved into your personal account 28 days after transmission. This is why your quota can appear to diminish overnight.

5) Messages which remain unread for more than 42 days will be automatically moved to a folder called **READ AUTOMATIC**. You should check that you do not have any unseen messages in this folder, and make sure you read your messages regularly.

### THE IS ACCOUNT DEVELOPMENT GROUP -

James Cameron,  
Kerry Holling,  
Manager Chris  
Sakrouge and  
Nelson Cairelli.



Kerry Holling is a member of the Information Systems Account Development Group which is responsible for improvements to our IS system. For example they developed the **PHONE** and **RATS** services.

Kerry has worked in IS for five years and has been involved in the development and maintenance of a number of our internal systems. He is also a member of the Digital Social Club Committee and has a keen interest in squash, bushwalking and cycling.



# CENTRE OF MEDIA INTEREST

The New Zealand press are calling us the "fastest growing computer firm in the country", thanks largely to the work of our Application Development Centre (ADC) in Christchurch in NZ's South Island.



**T**he Centre was set up in 1987 by Dr Jeff Wilkinson, now the South Island General Manager, to bring together all the applications development work being done in Auckland, Wellington and Christchurch.

Now run by Tekla Kridle, the Centre has grown from a staff of five to 48 and expects revenue in this financial year to be close to \$NZ5 million, compared with \$NZ1 million last year.

Currently working on 12 fixed-price contracts, the Centre's staff (who come from all corners of the globe) has been involved in some of the largest computerisation projects in

NZ, including work for NZ's electricity commission, Electricorp and the Ministry of Education.

At the time of writing the Centre's most recent sale was to Telecom for \$NZ1.5m of software development which was achieved without bidding. Telecom chose the ADC to do the work because of its reputation!

Another recent success story - one that has drawn tremendous publicity - is the installation of NZ's new passport imaging computer system, the most advanced passport system of its type in the world. The ADC is now answering requests for information from Australia, Singapore, Taiwan and the US.

Keep up the good work!

*Next time you shop for lingerie, take a closer look. That nightgown might once have been a telephone pole.*

*A company in Florida in the US is recycling old utility poles and railway sleepers into chemical free wood chips to sell to producers of rayon and other materials. Despite the high cost of the raw materials, the company expects this to be a goer because of the environmental issues: burning the chemically soaked poles and sleepers is now illegal in some US states and under Environment Protection Agency regulations, companies can be held liable if contaminants leak into the soil.*



John Lamb joined Digital seven and a half years ago as Regional Finance and Administration Manager and now, as the pressure rises, he's enjoying the job more than ever.

"There is a greater demand on business skills and that's a healthy environment to work in," says John. "It's very stimulating because the work that's being done is going to lead the company towards greater profitability."

From the challenges of a tough workplace to the challenges of tough hobbies, John hasn't been able to take time out for bushwalking and canyoning recently, but a five kilometre run most days of the week keeps him fit for the rigours of collecting and tasting wines.

John's wife Mary works in customer support for American Express, his daughter Karen is studying for her Bachelor of Science in Forestry at ANU and his son Martin is in Year 11 of high school.

# Q&A



## With Finance Director JOHN LAMB

### **Q How has the push for more accountability across all areas of the company affected the Finance organisation?**

Digital's business managers now need profitability information to support their decisions. That has led to a much broader client base for the Business Finance organisation. It has also meant a greater pressure on Business Finance staff to understand the business, to provide timely and accurate information and to be able to interpret that information and make it meaningful. Finance can also help in the financial skills training needs of the business.

### **Q Has that required retraining or restructuring?**

All of our Business Finance managers are trained and appropriately experienced. It's more a matter of changing the dimension in which information is put together and delivered. To that end we've taken a number of steps.

Over the last year we've appointed decentralised finance managers to be located in the States.

That's a very different way of delivering finance service.

We've invested time and money into the financial systems that we use to collect fiscal data and store that data so it can be manipulated by product, geography, total cost and so on.

Because Digital is moving away from selling product to becoming involved in large, complex, lengthy projects, it is essential that we have specialists who can understand the profitability of the project before its inception and who can then help track costs along the way. That's been a significant effort for members of our organisation over the past year.

Furthermore, Digital has been pursuing strategic alliances and investments in outside organisations, for example in OPTUS, Wilsons and Praxa. That has required us to provide specialist financial skills to assist the business in evaluating these investment opportunities and to help them arrive at the best shape and form for the deal to take.


### **Q Is the organisation also changing to respond to the internal needs of the company?**

Yes. I see those needs as an increased awareness of our customers - both internal and external - and a

strong focus on productivity. In the area of productivity the Finance staff have already made a lot of progress. Today we have 25% fewer people than 4 years ago and the services provided by Finance have expanded during that time to meet the needs of the company and the organisations we support.

Corporate has provided a number of end point models for Finance to follow. To be sure that those models can be applied in SPR we've taken on a significant benchmarking study. We've commissioned Coopers and Lybrand to undertake a survey of fifteen of Australia's major organisations - not just in the computer industry - to collect information across the broad range of their finance activities.

We want to compare ourselves to see how we stack up against the best in class companies. We then intend to go and talk to those companies and to learn from them.

Apart from the work of the Business Finance organisation, we are aware of a need to better understand our customers. Many of our staff already have that understanding but we want to take every opportunity to make sure that all levels of the Finance staff know what impact their activities have on the business. 





**25**  
years

As of this month, SPR's longest serving employee, Max Burnet, can look back on a quarter of a century's service as company mover and shaker.

Proudly displayed on his office wall is the clock replica of The Mill, Digital's birthplace, commemorating Max's 25 years with the company.

Max Burnet's name has been synonymous with Digital since he opened the Melbourne office in 1967. He went on to open the Adelaide branch in 1971, to become General Manager of the Australian and New Zealand subsidiaries from 1975 to 1982 and to handling our offset obligations from 1983 to 1987.

This last role resulted in Digital being granted a Partnership for Development status with the Commonwealth Government.

Now our Corporate Technology Consultant, Max works with major customers to examine the impact of technology on their business, advising them of the best way to take advantage of Digital's future product directions. Max manages our consultant relationships, working with companies like Price

Waterhouse and Arthur Anderson.

Max is also Digital's chief contact and Board member for our user society DECUS, as well as managing a product assurance group which handles safety, ergonomics and standards.

In tribute to his commitment to the company as much as to his collection of all the early Digital computers, he is fondly known around the traps as 'Museum Max'. Renowned for his sense of humour, our curious curator is much in demand for product launches, trade shows, customer presentations, user meetings and industry seminars.

And the word according to Max? "Twenty-five years and still enjoying it!"

## SERVICES BRANCH LEAGUE OF NATIONS.

The Cost Centre 7BG boasts one of the most diverse range of nationalities in Digital:

Sanjiv Mahajan	India
Arshesh Shah	India
Daniel Jey	India
Rashid Chaudry	Pakistan
Nimal Weerasinghe	Sri Lanka
Norith Vorn	Cambodia
Yui Ming Lee	Hong Kong
Joseph Ong	Malaysia
Atsushi Hasegawa	Japan
Leonides Angeles	Phillipines
Manuel Yrure	Phillipines
Jenny Webb	New Zealand
Roberto Romani	Australia (Italian extraction)
David Scott	Australia
Tony Ryan	Australia
Reg Bowman	Australia
Paul Chapman	Australia
John Tighe	Australia
Trevor Leacock	Australia
David Hallowell	Australia

## CAREER MILESTONES

### June

Wei Chiang SNA CSS  
Dianne Dew SMP EDU  
Tk Thazhathe Kalathil WEO DS  
Mary Treadwell SNL MFG  
Geoff Hope MEO DS  
Robin Hamilton SNM SLS  
Graeme McDonald NZO DS  
Joe Wallace NZO SLS  
David Reinhold SNL DS  
Dawn Forster SNO MKT  
Simon Lam SNO DS  
Sharon Honey ALI DS  
Marina Senese MEO OPS  
Andrew Hodges DAO DS  
Allan Carey BBO DS  
Malcolm Bruce CAO DS  
Babette Ferguson SNO OPS

Marguerite Lane SMP EDU  
Fred McIntire CAO SLS  
Glenn Raymond SNL DS

Graham Roberts TZO DS

Max Burnet SNO MKT

### July

Helen Georgiou MEA OPS  
Jeff Higgs MEA DS  
Bruce Kay CAO DS  
Peter Bessant ADO DS  
Bill Dickens SNO OPS  
Robert Mooney SNL DS  
Mark Lane MEA SLS  
Barry Pipella ADO SLS  
Heather Saunders MEO SLS  
Laurence Wade BBO SLS  
Saras Sharma SNO LAW  
Peter Reeves SNO SLS

Richard Ames SNO DS  
Chris Sligar SNO SLS  
Kees De Leeuw SNO DS  
Uday Shastri SNO OPS  
Stephen Moore BBO DS  
Graeme Perry WEO SLS  
John Broughton MEA DS

Di Politz MEO PER  
Graham Wilkinson SNO SL\$  
John Gillett MEO DS  
Juanita Troemml MEO OPS  
Peter Lam MEA DS  
Di McGee CAO DS

George Healey SNO DS

Tom Juospaitis MEO MKT  
Arun Sanghvi SNO SLS



# WORLD UPDATE

## America

DECWORLD '92 got into full swing last month at Boston's World Trade Centre. We took over the centre's 120,000 square foot exhibit hall and transformed it into an 'international village', complete with a village green, storefronts, government offices, and even a hospital.

Some 30,000 customers and prospects from across the US and around the world visited now famous event, including press and prospects from Australia and New Zealand. This year's theme was the Open Advantage.

## International

Digital now does business in 96 countries - 49 with a direct presence (subsidiary, joint venture, or liaison office) and 47 indirectly through distributors or agents.

So when our customers set up overseas operations they often ask us for advice. Now we hope to sell our international knowhow to the globally minded, whether or not they are Digital customers. A 10-person unit has been set up to do everything from sizing up a potential market and recruiting local managers to scouting headquarters locations.



DECTalk PC has been released, giving people who are blind or visually impaired a speech synthesiser option for their PCs. This option, in conjunction with "screen reader" software, allows these people to hear both keyed input and material displayed on the screen.

All components in the software and documentation kit are identified with Braille labels. A Braille "Getting Started" card also is included.



Digital's Environmental Excellence Award for 1991 to the Property Disposition Centre in Contoocook in the US, the European Services and Supply Centre in Nijmegen in the Netherlands and the manufacturing plant in San German, Puerto Rico.

Results of the idle assets disposition efforts at Contoocook include an estimated savings of \$US1 million in FY92 and the generation of more than \$US1.4 million through scrap metal recovery and the resale of used non-computer equipment.

At Nijmegen, a two-year old environmental campaign has resulted in: the near elimination of chlorofluorocarbons (CFCs); a major reduction in paper usage and the reuse of more than half of all incoming packaging.

The San German plant has established a goal of zero industrial

wastewater discharge by 1996, resulting in a 50% reduction in sludge generation; a 50,000 gallon-per-day reduction in water use and improved operating efficiencies amounting to \$US590,000 in savings.

Australia received a certificate of recognition, as did teams in Scotland, Italy, Germany, Taiwan and Singapore and, in the US, Littleton and Franklin in Massachusetts and Cupertino in California.

For more on Australia's story of environmental excellence, turn the page.

## United Kingdom

Britain's National Power has purchased more than \$US50 million in Digital systems and services.

Currently we supply the systems used by National Power to calculate demand, usage and sales of electricity. Now we will also network the company's multivendor business systems to link their Harrowgate, London, Leatherhead and Swindon sites as well as more than 30 power stations. All access to the network will be via ALL-IN-1.

National Power is the largest electricity generator in Great Britain providing more than 46% of all the electricity marketed.

## Assignment: Aurora Australis

Michael Klein (MEO Sales Support) has a tale to tell of the most southern installation/upgrade of Pathworks in the world.

Michael was involved in an upgrade on the ship *Aurora Australis*, a research vessel leased from P&O by the Australian Antarctic Division. This ship is mainly used for supplying the Antarctic bases and is fitted out with a VAX model 6300, several Hewlett-Packard data collection Minis and a Pathworks LAN.

The on-board systems collect data from 40 sensors all over the ship - information such as weather conditions and sea-water temperature

and salinity at various depths en-route to the Antarctic.

The ship is swarming with scientists who all depend on the computing facilities to be up and running to carry out their research.

Michael boarded the ship at

Hobart, setting sail into deep waters to perform the upgrade. He was sustained through the trip by "magnificent" food provided by a team of chefs.

For Michael it was a fascinating experience and he was "sorry to return to dry land and the more mundane tasks back at the office."

The Antarctic division has plans for Pathworks to finally link all their Antarctic bases by satellite to their Kingston, Tasmania centre.

"Who knows," muses Michael, "they may even need a Digital representative to help them set it all up."







**Digits from the Lane Cove facilities were quick to let us know that the 'Recycling Today...So Tomorrow Won't Go to Waste' article in the last issue of Digitalk was WRONG WRONG WRONG!!**

The article claimed that the Rhodes recycling effort was the pilot programme for recycling in SPR. NOT SO.

In fact, Jeanette Presdee (pictured), who has powered up and driven the recycling effort for the two Lane Cove facilities (Mars Road and Mowbray Road) in her role as Facilities Manager,



was recently chosen from contenders worldwide for an Environmental Excellence Award from GIA.

"Lane Cove facilities were the innovators and pilots of the waste recycling programme for Digital in the Sydney area," says Jeanette.

"Because the Lane Cove facilities produce large amounts of cardboard waste from warehousing activities, waste recycling methods were investigated 18

months ago and implemented a year ago, in June 1991."

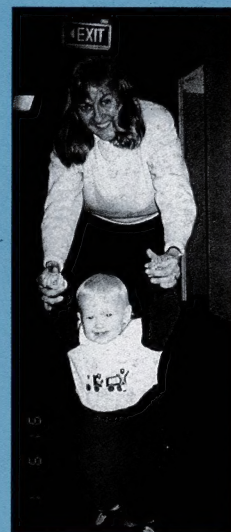
Red waste bins for paper items only are supplied for every workstation. Cardboard boxes, confidential waste and all types of waste paper are placed into a compactor and taken to be recycled into cardboard boxes, which in turn reduces our waste disposal costs.

Other recycling methods adopted by the facilities include:

- ✿ the abolition of polystyrene cups (staff use their own cups)
- ✿ modifications to packaging methods to reduce the amount of waste-containing plastic and foam inserts glued inside cardboard boxes thereby reducing the amount of waste tipped which also reduces tipping costs.



## in profile



Senior Account Manager Jennifer Holmes has been with Digital 11 years as ALL-IN-1 Product Manager, Business Development Unit Specialist and System Manager for DEctime.

While 21 month old son Ryan keeps Jennifer busy and fit, she also enjoys swimming, cycling and scuba diving,

- ✿ foam waste is given to removalists and some pallets are recycled (avenues to recycle more foam and broken pallets are still being investigated).

We apologise for the mistake and congratulate Jeanette and all those conscientious recyclers at Lane Cove.

*Digitalk*, the official magazine for employees of Digital Equipment Corporation in the South Pacific Region (SPR), is published six times a year by Digital Equipment Corporation (Australia) Pty Limited, Corporate Communications SNO2-3/F3, 410 Concord Road, Rhodes NSW 2138 Australia.

### For internal use only

Publishing Editor/Writer: Klay Lamprell. Publisher: Hazel Broadbent. Editorial Committee: Greg Bourne, Patrick O'Halloran and Valerie Mawby.

© Digital Equipment Corporation (Australia) Pty Limited 1992.

Please send contributions to:

- *Digitalk*, SNO1-3/F5
- ALL-IN-1 to Hazel Broadbent
- Telephone (02) 561 5270
- Facsimile (02) 561 5850

